



Current Market
Conditions and Pg. 6
Trends

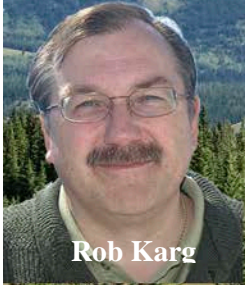
○ ISSUE
August

○ VOLUME
Five

○ YEAR
2015



Featured Pg. 3
Listing



Rob Karg

www.OwnTheMountains.com

EXCELLENT SERVICE...WITH INTEGRITY, COMMITMENT, AND THOUGHTFUL ATTENTION TO YOUR DREAMS...

The summer is in full swing in the mountains with lots of people coming from around the world to enjoy all our area has to offer. We who are fortunate enough to live in or near these peaks have, at times, taken them for granted. It is refreshing to see them through the eyes of those seeing them for the first time. I invite you to do the same – every day the lighting is just different enough to point out a feature you may not have noticed before. Come enjoy!!... - Rob

Yours To Discover – Top Things To Do

In this issue I thought I would give you some 'why-to' articles of some top things to do in our area. Hopefully you'll find some reason you haven't considered before to come and explore!! Check out page two for some ideas.

This month's featured listing on page three is a top floor One Bedroom, One Bath unit in the Lodges at Canmore that comes fully furnished and ready to go for the busy summer season. It is zoned for recreational use and is in a rental program earning good returns. The second listing is also in the Lodges: south facing, 1000 sq ft 2BR/2Bth you have to see to appreciate!

As many of you know in my spare time one of my favorite pastimes is to get in

my car with my Beloved and pet Miniature Schnauzer, Max, and go for a drive or a walk/hike (mostly walk) and try to capture of the beauty that surrounds us. I share some of my favorite photo spots on page 4.

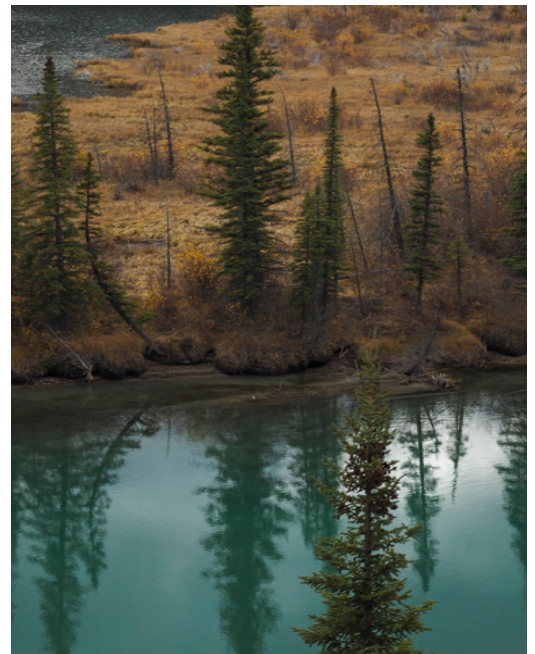
There were 43 sales in our system in July which was significantly higher than the 33 sales for the same period a year ago. Check out the rest of the trends on page 5.

Stats for the month found on page 6.

I'll be commenting more on the numbers in August on my blog. Please check it out at:

<http://www.ownthemountains.com/#!blog/c1zve>

Enjoy this edition ☺



Searching Made Easy With PCS

The Interface System with its PCS (Professional Client Service) is an exclusive Real Estate database for the Bow Valley (Canmore, Banff, Exshaw, Harvie Heights, Kananaskis, Lac Des Arcs, & Dead Man's Flats). Unlike MLS you don't have to do the work. Just give me a call or send me an email and I will set you up with a password to access the site so that you can keep an eye on the properties that interest you – see what they are listed for, how long they are on the market and what they sell for. Call me at (403) 678-7568 or email me: (rob@ownthemountains.com) and get started right away.

Top Ten Things You Haven't Tried In The Mountains

The mountains rise like sentinels out of the prairie seemingly saying, "hey – check this out". Here are some ideas for things a little off the beaten path that you might want to consider...

1. **Canmore Quad Tours:** the name says it all - <http://www.canmorequads.com/#> =
2. **Timberline Tours:** for those wanting a slower pace on horseback for an hour to multi-day trips <http://www.timberlinetours.ca/index.htm>
3. **Biking** – both mountain and road biking trails abound with everything from level, light and easy to 'you thought you were in good shape...huh?':
<http://www.banfflakelouise.com/Things-To-Do/Summer-Adventures/Biking>
<http://www.albertaparks.ca/media/3996277/summer-trails-map.pdf>
4. **Hiking** – there are many classic hikes in the area. I highly recommend the Moraine Lake – Sentinel Pass hike especially as the Larches change colours. Be aware – take bear spray and travel in a group:
<http://www.banfflakelouise.com/Things-To-Do/Summer-Adventures/Hiking-in-Banff-and-Lake-Louise>
Sunshine Meadows in the next few weeks will have the peak flower season! :
http://sunshinemeadowsbanff.com/sunshine_meadows/sunshine_meadows.htm
5. **Mt. Norquay** – sightseeing chairlift, mountain top bistro and the Via Ferrata:
<http://summer.banffnorquay.com/>
6. **Bow Valley Stand Up Paddleboarding:** I worked for a Developer who liked to paddle between Hawaiian Islands. This has all the fun without the possibility of shark attack.
<http://www.bowvalleysup.ca/>
7. **Canmore Cave Tours:** Not for everyone but promises to be a great adventure for those who dare! <http://www.canmorecavetours.com/>
8. **Helicopter Tour:** See the mountains from a completely different perspective; combine it with a hike for the ultimate experience!
<http://www.alpinehelicopter.com/#> =
<http://rockiesheli.com/#> =
9. **Policeman Creek Boardwalk:** Back down to Earth this easy walk takes you along the wetlands by the creek where you can see birds as well as the occasional beaver and muskrat. Bring camera.
10. **Quarry Lake:** the locals' swimming hole in an abandoned quarry with an area for picnics and a grassy knoll to hang out and throw a Frisbee. The water is spring fed so be mindful when jumping in that the layer of water that gets warm is only so thick ;). There is an adjoining off leash dog area with several nice trails where the only thing you will hear is the wind rustling through the trees. Quarry Lake is located on the left hand side of the road leading up to the Nordic Center just past the 'Y' intersection for Three Sisters Parkway and Smith Dorian Trail.

Got any other ideas? Pop me a note and let me know ☺



Upcoming Events in the Bow Valley:

Every month brings new and exciting things to do and see in the mountains. To stay up to date on the latest happenings please browse and bookmark the following websites:

Rolling Sculpture Car Show – Canmore (August 8-9):

<http://www.tourismcanmore.com/event-calendar/rolling-sculpture-car-show-2015>

XTERRA Canmore – Triathlon/Duathlon Competition (August 16):

<http://www.grizzlyevents.ca/xterra-canmore.html>

Canmore Highland Games (September 5-6):

<http://canmorehighlandgames.ca/>

This Month's Featured Listing



11 Juniper Dr., Canmore

This 3BR + Den half duplex on a quiet street in Silvertip offers 2700sq ft with fully developed walkout basement. You'll enjoy the no step entry, open concept main level with kitchen, dining room and great room featuring vaulted ceilings and gas fireplace. Master bedroom with 4 piece ensuite, second bedroom or den, half bath and laundry all located on the main floor as well with a huge deck accessible from both the Master Suite and the Great Room . The lower level has a huge family room, guest bedroom, 4 piece bathroom, office/den, and a covered deck off the family room. Finally the two car garage and lower level storage room ensure lots of room for your gear. Call for your personal showing.

Priced at \$699,000



Best Places To Take Shots Like These....

The Bow Valley has many incredible places to take the pictures that convey the grandeur of our surroundings. Here are some of my favorite spots and the best time of year for capturing the shot:

Mt. Rundle:

Best Viewpoint – 2/3 of the way back along Vermilion Lakes Rd. About an hour before sunset to get the best light on the mountain. Best time of year – Anytime as each season has its own beauty. BTW also a good spot for photographing Aurora Borealis any time it is above Kp5!!

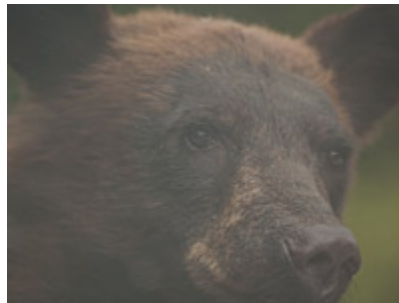
Fall Foliage:

Winner: My favorite spot is the Yamnuska Trailhead. Instead of walking along the trail take the gravel road that leads toward the quarry. Middle shot below was taken in early October.

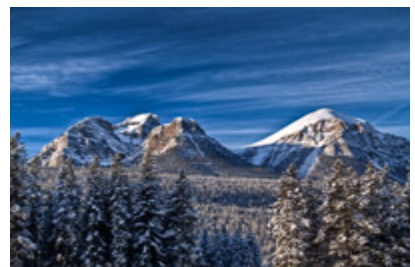
Runner-Up: Hwy 1X and 1A. About 50m from the intersection towards Exshaw there is a grove of Aspens that turn a brilliant orange for just a few days in the Fall

Wildlife: Some people swear by the Bow Valley Parkway but for me Hwy 93 South to Radium has always been more fruitful. On one day in July we saw Momma Black Bear with new cub, a band of Mountain Goats, Moose and calf, Cinnamon Black Bear, Elk wading across a river, two wolves, Big Horn Sheep and a couple of Eagles as well as more deer than we could count. Best time of day is early in the morning within a couple of hours of sunrise – mostly because of the volume of traffic. Weekdays better than weekends for the same reason. BTW the bear below actually climbed up on my back bumper before doing the stare-down you see in the picture. The bear was eyeing me and a suddenly quiet dog in the back seat .

Winter: Lake Louise – hands down the Lakehead and Highway 1 from Mt. Temple to the LL turnoff. The picture below was an HDR taken on Jan.1 with virtually no post-processing except for sharpening. It was a magical sky that day.

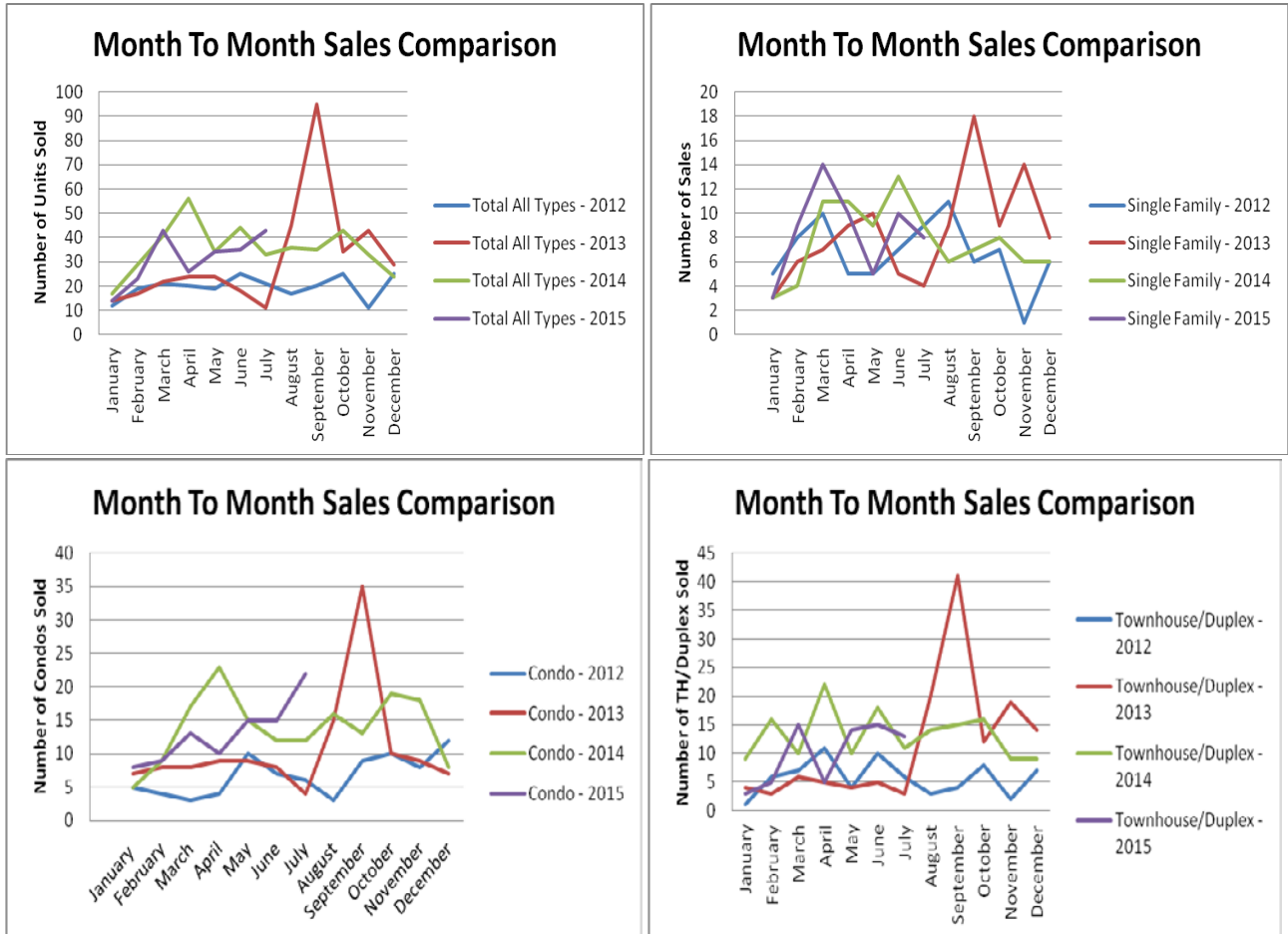


**Want to share your favorite
Photo spot? Drop me a note**



Month to Month Comparison by Segment

While sales have been tracking lower overall than 2014 we are seeing an upward trend developing especially in the condo segment. Townhouse/Duplex numbers are steady and currently Single Family homes are showing the most fluctuation from month to month.



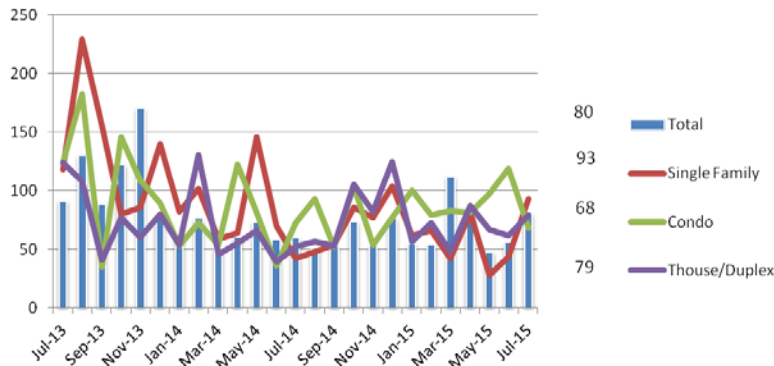
The condo segment of the market has shown the greatest upward trending in part because it represents the segment of the market that is the most 'affordable' with prices starting in the low \$200,000s while the other end of the scale with Single Family homes had an average sales price of over \$1Million last month.

Interesting to note that the bottom of our local market occurred in 2012 (shown in blue in the graphs). The spike in 2013 is directly related to the flooding at the end of June which shut the entire area down for most of the summer as cleanup efforts were undertaken. Many of the deals and offers that were in process got delayed until late in August and early September. 2014 was an extraordinary year in the local real estate market especially up until the last quarter when the effects of lower oil and gas prices began to be noticed. If you were to take the year end 2013 data points and compare with 1st Quarter of 2015 you can see how the trend has been slowly improving as time passes.

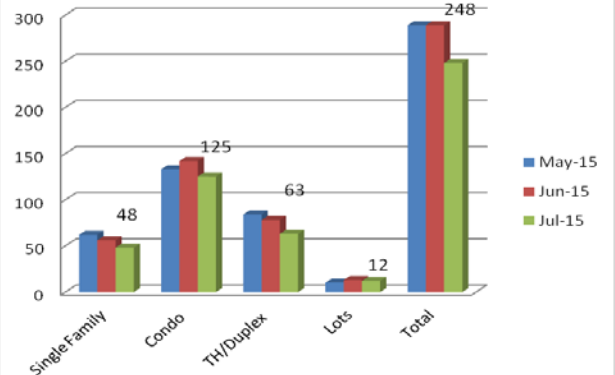
We are seeing good numbers of people viewing homes and condo units with some 'angst' about where the market and, more importantly, the economy are headed. This has made Buyers a little more cautious than last year. If you look at the overall trend of Average Days on Market on the next page you will be able to see a slight downward trend over the last two years. The next two Quarters of this year should prove to be interesting and exciting times in our local market – it is a GREAT time to be looking and buying!!

Current Market Conditions

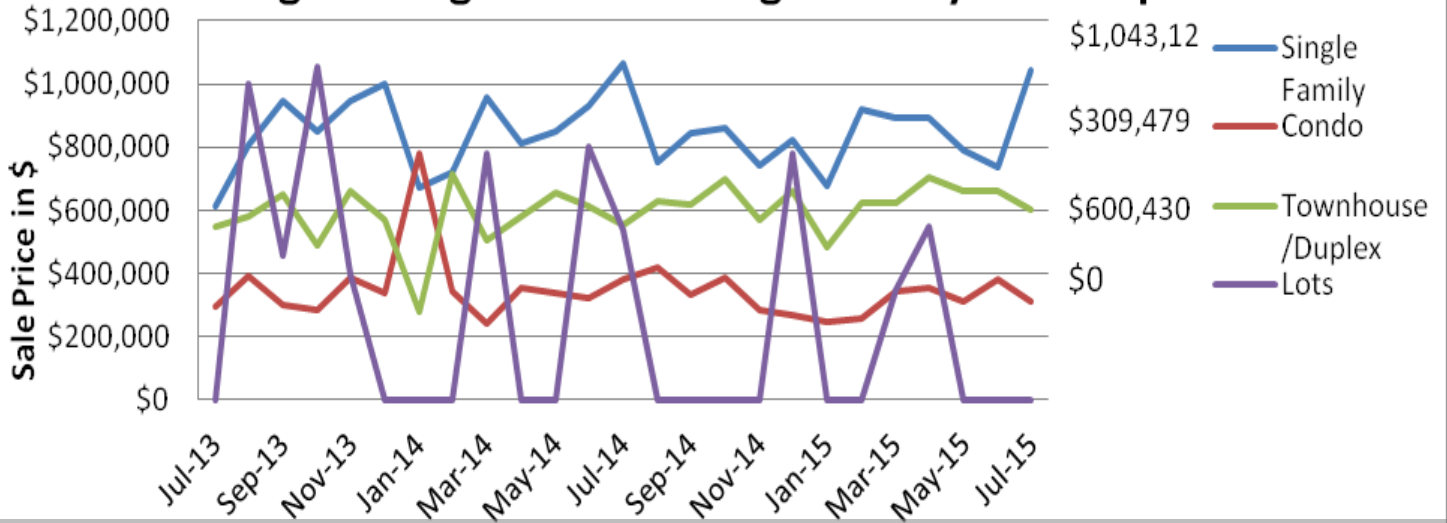
Average DOM for Sold Properties By All Companies



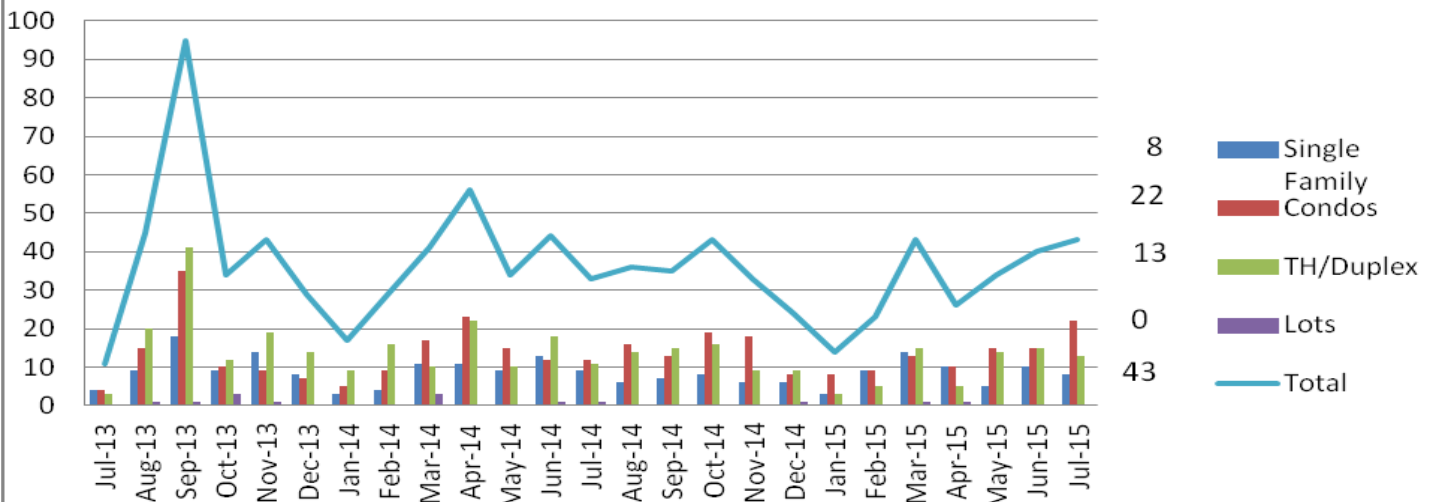
Number of Active Listings by All Companies



Average Selling Price of Listings Sold by All Companies



Number of Listings Sold By All Companies



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